



Health Services
LOS ANGELES COUNTY

August 27, 2012

**Los Angeles County
Board of Supervisors**

Gloria Molina
First District

Mark Ridley-Thomas
Second District

Zev Yaroslavsky
Third District

Don Knabe
Fourth District

Michael D. Antonovich
Fifth District

TO: Supervisor Zev Yaroslavsky, Chairman
Supervisor Gloria Molina
Supervisor Mark Ridley-Thomas
Supervisor Don Knabe
Supervisor Michael D. Antonovich

FROM: Mitchell H. Katz, M.D.
Director

**SUBJECT: REQUEST TO AMEND AN INFORMATION
TECHNOLOGY SUPPORT SERVICES MASTER
AGREEMENT (ITSSMA) WORK ORDER TO ASSIST
THE DEPARTMENT OF HEALTH SERVICES (DHS)
WITH THE ASSESSMENT OF AN ELECTRONIC
HEALTH RECORD (EHR) VENDOR PRODUCT**

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This is to advise you of my intent to request the Internal Services Department (ISD) to amend ITSSMA Work Order 7A-2262 with Gartner, Inc. (Gartner) to amend the Statement of Work and increase the total maximum dollar amount of the Work Order. The proposed amendment will increase the maximum amount of the Work Order by \$424,490 from \$935,900 to \$1,360,390. The objective of this amendment is to allow Gartner to continue to assist DHS with the selection of an EHR Vendor. DHS is currently in negotiations with the top ranked proposer and pursuant to this Work Order, Gartner is continuing to provide consulting support during that process.

In accordance with ITSSMA guidelines, prior notice to the Board is required for projects that exceed \$300,000. The Board was previously notified of the initial Work Order on October 19, 2009 and on February 22, 2011 and January 10, 2012 regarding amendments to the Work Order.

BACKGROUND

Implementation of an EHR within DHS is essential to the improvement of patient care delivery and the quality and efficiency of care required by the American Recovery and Reinvestment Act of 2009 (ARRA) and

To ensure access to high-quality, patient-centered, cost-effective health care to Los Angeles County residents through direct services at DHS facilities and through collaboration with community and university partners.



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to avoid penalties for non-compliance with ARRA requirements. Other objectives of the EHR are to support outpatient care restructuring towards healthcare reform and to improve DHS' position in an increasingly competitive healthcare environment.

The Work Order to provide strategic planning consulting for the EHR project was initially awarded in October 2009 to Gartner based on a competitive ITSSMA solicitation. The Work Order was amended on two occasions to increase the Work Order amount for additional scope in the tasks and deliverables during the EHR procurement process. Since the inception of this Work Order, Gartner has completed the following tasks and deliverables:

- Assessment of the DHS IT infrastructure and overall DHS readiness assessment;
- Performed an initial and supplemental vendor assessment of qualified EHR vendors as compared to DHS requirements for an EHR;
- Reviewed and finalized the EHR requirements and selected the best EHR vendor candidates for detailed assessment;
- Assisted in the finalization of written challenging scenarios;
- Developed the EHR strategy program;
- Developed and finalized the EHR strategy and Case For Action;
- Developed the EHR procurement approach;
- Developed relevant documents in support of the Request for Proposals (RFP) released by DHS on November 15, 2011; and
- Supported proposer evaluations and vendor selection.

The additional funds and time requested in this Work Order amendment will allow for the continued work necessary to complete the procurement process including Statement of Work development for inclusion in the resultant agreement that will be recommended to the Board for final approval.

SCOPE

The proposed amendment will amend the Statement of Work to add Task 12 - Statement of Work Development and Task 13 - EHR Implementation Preparation and increase the maximum dollar amount of the respective deliverables to account for the additional Gartner staff time required for each.

JUSTIFICATION

DHS continues to lack sufficient technical resources, body of knowledge, and staff experience levels necessary to effectively complete the RFP process. Gartner's expertise and work product under this Work Order have been extremely valuable to the County project team and their continued engagement will help ensure that DHS successfully concludes the EHR acquisition process.

FINANCIAL IMPACT

Pricing continues to be based on a fixed price per deliverable resulting from the tasks identified within the scope of work. The proposed amendment increases the total maximum dollar amount of the Work Order by \$424,490 from \$935,900 to \$1,360,390 with no change to the current Work Order expiration date of June 30, 2013. The objective of this amendment is to continue to assist with the selection of an EHR product for DHS. The funds are currently in the Fiscal Year 2012-2013 DHS IT Final Budget.

NOTIFICATION TIMELINE

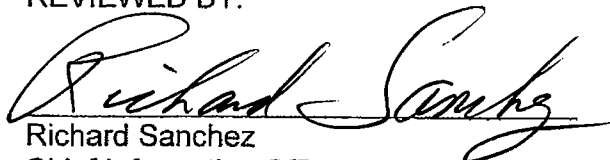
Consistent with ITSSMA policies and procedures, we are informing the Board of our intention to proceed with this Work Order. DHS will not request any additional extensions or increases to the dollar amount for this Work Order. At the end of this Project and if additional work is needed, DHS will go before the Board with a Board contract. If no objection is received from the Board within ten (10) business days upon receipt of this Board notification, we will instruct ISD to proceed with the amendment of this Work Order.

If you have any questions or need additional information, please let me know or your staff may contact Kevin Lynch, DHS Chief Information Officer, at (213) 240-8128.

MHK:kh

c: Chief Executive Office
County Counsel
Executive Office, Board of Supervisors
Chief Information Office
Internal Services Department

REVIEWED BY:


Richard Sanchez
Chief Information Officer

8-30-12
Date